

WEEKLY MARKET REPORT SALE NO.38 OF 23RD SEPTEMBER 2025-CTC /ORTHODOX

GENERAL MARKET PERFORMANCE-ORTHODOX

TOTAL OFFERS – SUMMARY

Net Weight	Sale 38
Available	108,812

Country	Sale 38
Kenya	108,316
Uganda	-
Rwanda	-
Burundi	496
Tanzania	-
Total Weight (Kgs)	108,812

TOTAL OFFERS - PER GRADE

Grade	Sale 38
OP1	17,930
OPA	17,606
FBOPF	32,786
FOP	7,050
FBOPFSP	10,280
FOF	10,880
PEKOE	3,980
OR	1,000
OP	1,500
BOP	1,600
GBOP	2,000
GFOP	400
GFBOP	1,800
	-
Total Weight (Kgs)	108,812

PERFORMANCE -TEAS SOLD

SALE STATUS

Status	Sale 38
Outlots	39,576
Sold	69,236
Withdrawn	-
Total Weight (Kgs)	108,812

AUCTION AVERAGE PRICES – SUMMARY-PER COUNTRY

	Weight (Kgs)	Average Price (\$)
Country	Sale 38	Sale 38
Kenya	68,740	3.52
Uganda	-	
Rwanda	-	
Burundi	496	2.64
Tanzania	-	
Total Sold	69,236	3.51

PERFORMANCE – PER GRADE

	Weight (Kgs)	Average Price (\$)
Grade	Sale 38	Sale 38
OP1	13,852	4.00
OPA	11,986	3.39
FBOPF	17,088	3.40
FOP	4,050	3.38
FBOPFSP	3,880	3.85
FOF	9,800	2.81
PEKOE	2,580	3.84
OR	-	
OP	1,200	3.42
BOP	1,600	3.24
GBOP	2,000	3.14
GFOP	-	
GFBOP	1,200	2.60
	-	
Total Sold	69,236	3.51

AVERAGE PRICE PERFORMANCE - PER COUNTRY/REGION

	Weight (Kgs)	Average Price (\$)
Country/Grade	Sale 38	Sale 38
Kenya	68,740	3.52
Plantations	13,050	3.17
KTDA WoR	18,348	3.55
KTDA EoR	37,342	3.61
Uganda	-	
Rwanda	-	
Burundi	496	2.64
Tanzania	-	
Total Weight (Kgs)	69,236	3.51

BUYER ACTIVITY

	Weight (Kgs)	Average Price (\$)
Buyer	Sale 38	Sale 38
GTC	14,868	3.55
CFT	11,808	3.64
UTL	11,178	3.54
MCF	2,858	3.58
ARM	3,596	3.36
SSO	5,738	3.77
IMT	2,736	3.63
JFL	8,600	2.78
EKL	1,358	4.19
MIL	900	3.00
LAB	2,098	3.20
UWL	500	3.22
CTC	2,998	3.27
	-	
Total Weight (Kgs)	69,236	3.51

GENERAL MARKET PERFORMANCE-CTC

TOTAL OFFERS – SUMMARY

Net Weight	Sale 37	Sale 38	Variance
Total Offers	7,163,809	6,945,675	↓ -3%

Country	Sale 37	Sale 38	Variance
Kenya	5,901,391	5,849,181	↓ -1%
Uganda	571,038	532,488	↓ -7%
Rwanda	546,916	442,572	↓ -24%
Burundi	144,464	121,434	↓ -19%
Tanzania	-	-	
Malawi	-	-	
Total Weight (Kgs)	7,163,809	6,945,675	↓ -3%

FRESH AND REPRINT STATUS

Status	Sale 37	Sale 38	Variance
Fresh	5,808,661	5,706,886	↓ -2%
Reprints	1,355,148	1,238,789	↓ -9%

TOTAL OFFERS - PER GRADE

Grade	Sale 37	Sale 38	Variance
PD	2,747,829	2,593,287	↓ -6%
DUST1	686,634	636,238	↓ -8%
PF1	2,682,520	2,634,465	↓ -2%
BP1	1,046,826	1,081,685	↑ 3%
Total Weight (Kgs)	7,163,809	6,945,675	↓ -3%

PERFORMANCE -TEAS SOLD

AUCTION TRADED QUANTITIES AND AVERAGE PRICE

Net Weight	Sale 37	Sale 38	Variance
Traded	5,765,402	6,025,481	↑ 4%

	Sale 37	Sale 38	Variance
Avg	2.11	2.11	↓ - 0.00

SALE STATUS

Weight (kgs)	Sale		% of total offered		
Status	Sale 37	Sale 38	Sale 37	Sale 38	Change %
Outlots	1,361,263	898,454	19%	13%	↓ -52%
Sold	5,765,402	6,025,481	80%	87%	↑ 4%
Withdrawn	37,144	21,740	1%	0%	↓ -71%
Grand Total	7,163,809	6,945,675	100%	100%	↓ -3%

ABSORPTION BASED ON FRESH AND REPRINT STATUS

Status	Sale 37	Sale 38	Variance
Outlots	1,361,263	898,454	↓ -52%
Fresh	716,661	432,114	↓ -66%
Reprints	644,602	466,340	↓ -38%
Sold	5,765,402	6,025,481	↑ 4%
Fresh	5,084,560	5,269,172	↑ 4%
Reprints	680,842	756,309	↑ 10%
Withdrawn	37,144	21,740	↓ -71%
Fresh	7,440	5,600	↓ -33%
Reprints	29,704	16,140	↓ -84%
Total (Kgs)	7,163,809	6,945,675	↓ -3%

AUCTION AVERAGE PRICES – SUMMARY-PER COUNTRY

	Weight (Kgs)			Average Price (\$)		
Country	Sale 37	Sale 38	Variance	Sale 37	Sale 38	Variance
Kenya	4,788,367	5,138,469	↑ 7%	2.14	2.16	↑ 0.02
Uganda	514,081	522,088	↑ 2%	1.04	1.07	↑ 0.03
Rwanda	442,570	358,984	↓ -23%	3.18	3.12	↓ -0.06
Burundi	20,384	5,940	↓ -243%	2.31	2.10	↓ -0.21
Tanzania	-	-				
Malawi	-	-				
Total Sold	5,765,402	6,025,481	↑ 4%	2.11	2.11	↓ -0.00

PERFORMANCE – PER GRADE

	Weight (Kgs)			Average Price (\$)		
Grade	Sale 37	Sale 38	Variance	Sale 37	Sale 38	Variance
PD	1,942,624	2,324,450	↑ 16%	1.93	1.94	↑ 0.01
DUST1	594,492	537,882	↓ -11%	2.12	2.17	↑ 0.05
PF1	2,506,534	2,388,380	↓ -5%	2.28	2.31	↑ 0.03
BP1	721,752	774,769	↑ 7%	1.97	1.95	↓ -0.02
Total Sold	5,765,402	6,025,481	↑ 4%	2.11	2.11	↓ -0.00



AVERAGE PRICE PERFORMANCE - PER COUNTRY/REGION

Country/Grade	Weight (Kgs)			Average Price (\$)		
	Sale 37	Sale 38	Variance	Sale 37	Sale 38	Variance
Kenya	4,788,367	5,138,469	↑ 7%	2.14	2.16	↑ 0.02
Plantations	2,018,278	2,311,593	↑ 13%	1.70	1.78	↑ 0.08
PD	879,612	1,142,376	↑ 23%	1.71	1.77	↑ 0.06
DUST1	152,424	121,096	↓ -26%	1.61	1.62	↑ 0.01
PF1	773,572	816,529	↑ 5%	1.75	1.87	↑ 0.12
BP1	212,670	231,592	↑ 8%	1.57	1.61	↑ 0.04
KTDA WoR	1,634,060	1,808,468	↑ 10%	2.00	2.04	↑ 0.04
PD	449,735	626,516	↑ 28%	1.83	1.83	-
DUST1	142,123	135,820	↓ -5%	2.12	2.01	↓ - 0.11
PF1	799,550	788,638	↓ -1%	2.15	2.27	↑ 0.12
BP1	242,652	257,494	↑ 6%	1.76	1.83	↑ 0.07
KTDA EoR	1,136,029	1,018,408	↓ -12%	3.13	3.22	↑ 0.09
PD	305,724	260,936	↓ -17%	3.00	3.30	↑ 0.30
DUST1	163,801	161,155	↓ -2%	3.15	3.37	↑ 0.22
PF1	557,462	465,038	↓ -20%	3.27	3.25	↓ - 0.02
BP1	109,042	131,279	↑ 17%	2.79	2.87	↑ 0.08
Uganda	514,081	522,088	↑ 2%	1.04	1.07	↑ 0.03
PD	195,353	193,662	↓ -1%	1.03	1.04	↑ 0.01
DUST1	104,336	97,531	↓ -7%	1.03	1.03	-
PF1	151,208	149,243	↓ -1%	1.04	1.07	↑ 0.03
BP1	63,184	81,652	↑ 23%	1.11	1.19	↑ 0.08
Rwanda	442,570	358,984	↓ -23%	3.18	3.12	↓ - 0.06
PD	106,616	98,172	↓ -9%	3.03	3.03	-
DUST1	31,808	19,128	↓ -66%	3.10	3.05	↓ - 0.05
PF1	209,942	168,932	↓ -24%	3.22	3.31	↑ 0.09
BP1	94,204	72,752	↓ -29%	3.24	2.85	↓ - 0.39
Burundi	20,384	5,940	↓ -243%	2.31	2.10	↓ - 0.21
PD	5,584	2,788	↓ -100%	2.50	2.00	↓ - 0.50
DUST1	-	3,152	↑ 100%		2.20	
PF1	14,800	-		2.25		
BP1	-	-				
Tanzania	-	-				
PD	-	-				
DUST1	-	-				
PF1	-	-				
BP1	-	-				
Malawi	-	-				
PD	-	-				
DUST1	-	-				
PF1	-	-				
BP1	-	-				
Total Weight (Kgs)	5,765,402	6,025,481	↑ 4%	2.11	2.11	↓ - 0.00

BUYER ACTIVITY

Teas sold - kgs	Sale		
Buyers Purchases (Kgs)	Sale 37	Sale 38	Variance
GTC	1,360,551	1,182,246	↓ - 178,305
MCF	622,039	1,046,187	↑ 424,148
LAB	587,828	591,728	↑ 3,900
SSO	475,878	435,492	↓ - 40,386
MCL	383,647	387,788	↑ 4,141
JFL	281,551	358,343	↑ 76,792
CTC	356,402	265,617	↓ - 90,785
MIL	108,620	287,328	↑ 178,708
DKL	196,368	184,586	↓ - 11,782
MJC	245,659	119,888	↓ - 125,771
ARM	193,232	124,813	↓ - 68,419
ATL	152,403	118,096	↓ - 34,307
AEL	119,265	107,600	↓ - 11,665
RTK	109,614	56,024	↓ - 53,590
SKB	79,515	61,076	↓ - 18,439
IMT	42,160	64,752	↑ 22,592
MAY		94,952	↑ 94,952
EKL	20,536	66,964	↑ 46,428
DRL		87,068	↑ 87,068
BGT	49,632	27,966	↓ - 21,666
MRA	45,036	32,400	↓ - 12,636
VKL	57,747	11,280	↓ - 46,467
CFT	8,480	51,180	↑ 42,700
DET	31,134	23,232	↓ - 7,902
AFT	30,656	21,577	↓ - 9,079
JAL	32,868	8,236	↓ - 24,632
LCL	28,916	10,160	↓ - 18,756
FTC		28,991	↑ 28,991
MEA	17,280	11,440	↓ - 5,840
LTC	4,636	24,080	↑ 19,444
NTL	22,104	6,308	
TUL		28,116	
SLC	13,680	11,980	↓ - 1,700
IML		25,468	↑ 25,468
MAL	7,480	13,952	↑ 6,472
MTT	6,000	13,563	↑ 7,563
KIR	14,800	2,992	↓ - 11,808
SIC	6,120	10,548	↑ 4,428
AML	8,153	5,440	↓ - 2,713
SAL	10,880	2,596	↓ - 8,284
AFL	7,800	5,200	↓ - 2,600
TCC	8,840	2,872	↓ - 5,968
TAT	5,480	2,800	↓ - 2,680
GCF	3,000		↓ - 3,000
SFP	2,720		↓ - 2,720
FCCL		2,556	↑ 2,556
RIO	2,472		↓ - 2,472
TAL	2,220		↓ - 2,220
TTE	2,000		↓ - 2,000
Grand Total	5,765,402	6,025,481	↑ 260,079

OUTLOTS

Status	Sale 37	Sale 38	Variance
Outlots	1,361,263	898,454	↓ -52%

BREAKDOWN PER GRADE

Weight (kgs)	Sale		% Total offered	
Status	Sale 37	Sale 38	Sale 37	Sale 38
≡ Outlots				
PD	805,205	265,957	29%	10%
DUST1	92,142	98,356	13%	15%
PF1	165,830	243,365	6%	9%
BP1	298,086	290,776	28%	27%



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BREAKDOWN PER REGION

Country/Grade	Outlots		Offered		Outlot % of Offered		Change %
	Sale 37	Sale 38	Sale 37	Sale 38	Sale 37	Sale 38	
Kenya	1,102,868	705,112	5,901,391	5,849,181	19%	12%	↓ -56%
Plantations	318,928	150,904	2,347,362	2,465,377	14%	6%	↓ -111%
PD	214,752	44,660	1,094,364	1,189,916	20%	4%	↓ -381%
DUST1	23,300	32,380	175,724	153,476	13%	21%	↑ 28%
PF1	57,356	27,036	841,084	843,565	7%	3%	↓ -112%
BP1	23,520	46,828	236,190	278,420	10%	17%	↑ 50%
KTDA WoR	619,917	327,175	2,253,977	2,135,643	28%	15%	↓ -89%
PD	446,279	191,526	896,014	818,042	50%	23%	↓ -133%
DUST1	25,216	41,016	167,339	176,836	15%	23%	↑ 39%
PF1	5,440	8,160	804,990	796,798	1%	1%	↑ 33%
BP1	142,982	86,473	385,634	343,967	37%	25%	↓ -65%
KTDA EoR	164,023	227,033	1,300,052	1,248,161	13%	18%	↑ 28%
PD	89,793	26,903	395,517	287,839	23%	9%	↓ -234%
DUST1	9,434	9,468	173,235	170,623	5%	6%	↑ 0%
PF1	5,440	138,705	562,902	606,463	1%	23%	↑ 96%
BP1	59,356	51,957	168,398	183,236	35%	28%	↓ -14%
Uganda	56,957	10,400	571,038	532,488	10%	2%	↓ -448%
PD	31,197	-	226,550	193,662	14%	0%	
DUST1	8,680	6,000	113,016	103,531	8%	6%	↓ -45%
PF1	9,880	-	161,088	149,243	6%	0%	
BP1	7,200	4,400	70,384	86,052	10%	5%	↓ -64%
Rwanda	77,358	67,448	546,916	442,572	14%	15%	↓ -15%
PD	14,812	-	121,428	98,172	12%	0%	
DUST1	3,196	-	35,004	19,128	9%	0%	
PF1	22,998	19,504	232,940	188,436	10%	10%	↓ -18%
BP1	36,352	47,944	157,544	136,836	23%	35%	↑ 24%
Burundi	124,080	115,494	144,464	121,434	86%	95%	↓ -7%
PD	8,372	2,868	13,956	5,656	60%	51%	↓ -192%
DUST1	22,316	9,492	22,316	12,644	100%	75%	↓ -135%
PF1	64,716	49,960	79,516	49,960	81%	100%	↓ -30%
BP1	28,676	53,174	28,676	53,174	100%	100%	↑ 46%
Tanzania	-	-	-	-			
PD	-	-	-	-			
DUST1	-	-	-	-			
PF1	-	-	-	-			
BP1	-	-	-	-			
Malawi	-	-	-	-			
PD	-	-	-	-			
DUST1	-	-	-	-			
PF1	-	-	-	-			
BP1	-	-	-	-			
Total Weight (Kgs)	1,361,263	898,454	7,163,809	6,945,675	19%	13%	↓ -52%

SECONDARY AUCTION

TOTAL OFFERS

Net Weight	Sale 37	Sale 38	Variance
Total Offers	690,633	583,125	↓ -18%

Country	Sale 37	Sale 38	Variance
Kenya	329,531	262,862	↓ -25%
Uganda	293,782	285,785	↓ -3%
Rwanda	43,500	23,582	↓ -84%
Burundi	23,820	10,896	↓ -119%
Tanzania	-	-	
Malawi	-	-	
Total Weight (Kgs)	690,633	583,125	↓ -18%

SALE STATUS

Status	Sale 37	Sale 38	Variance
Outlots	35,512	20,080	↓ -77%
Sold	648,435	563,045	↓ -15%
Withdrawn	6,686	-	
Total Weight (Kgs)	690,633	583,125	↓ -18%

AVERAGE PRICE PER COUNTRY

Country	Weight (Kgs)			Average Price (\$)		
	Sale 37	Sale 38	Variance	Sale 37	Sale 38	Variance
Kenya	300,009	246,542	↓ -22%	1.28	1.28	↑ -
Uganda	282,302	283,381	↑ 0%	0.97	0.95	↓ - 0.02
Rwanda	42,304	22,226	↓ -90%	2.19	2.34	↑ 0.15
Burundi	23,820	10,896	↓ -119%	1.35	1.33	↓ - 0.02
Tanzania	-	-				
Malawi	-	-				
Total Sold	648,435	563,045	↓ -15%	1.20	1.15	↓ - 0.05

BUYER ACTIVITY-SECONDARY

Buyer Purchase	Sale 37	Sale 38	Variance
GTC	158,079	111,670	↓ - 46,409
SLC	64,888	99,314	↑ 34,426
MJC	48,184	25,698	↓ - 22,486
LTC	36,318	25,876	↓ - 10,442
SSO	37,792	17,864	↓ - 19,928
GLT	27,028	28,504	↑ 1,476
CTC	7,260	42,582	↑ 35,322
ATL	36,194	13,044	↓ - 23,150
AES	25,764	9,684	↓ - 16,080
VKL	22,122	12,088	↓ - 10,034
SON	19,236	13,401	↓ - 5,835
AKE	15,384	16,740	↑ 1,356
MIL	16,368	14,740	↓ - 1,628
FTP	12,120	17,636	↑ 5,516
LAB	12,620	10,420	↓ - 2,200
ATS	7,300	13,060	↑ 5,760
EKL	11,094	7,120	↓ - 3,974
BGT	7,556	7,976	↑ 420
MCL	7,600	7,704	↑ 104
TAT	12,380	2,800	↓ - 9,580
RTK	5,900	8,300	↑ 2,400
MAL	13,018		↓ - 13,018
SIC	7,500	3,640	↓ - 3,860
IMT		10,174	↑ 10,174
TTS	4,700	4,500	↓ - 200
TCC	600	8,564	↑ 7,964
AFT	2,240	6,660	↑ 4,420
TAL	2,904	5,400	↑ 2,496
NTL	3,000	4,500	↑ 1,500
TTE	7,120		↓ - 7,120
PTT	6,040		↓ - 6,040
LUT	1,796	3,600	↑ 1,804
SKB	2,896	1,236	↓ - 1,660
JFL	900	3,094	↑ 2,194
SFP	3,298		↓ - 3,298
KIR		2,700	↑ 2,700
AEL	1,236		↓ - 1,236
AML		1,096	↑ 1,096
MTT		960	↑ 960
GCF		700	↑ 700
Grand Total	648,435	563,045	↓ - 85,390